

FIG. 1

200

ATTRIBUTE	VALUE
QUALITY 1	$\geq 6$
QUALITY 2	8
TIME	$\geq 30$ DAYS
DELIVERY	SAN FRANCISCO
BUYER CREDIT RATING	6
PRICE	60

FIG. 2

300

ATTRIBUTE	NOMINAL VALUE	VARIANCES
QUALITY 1	5	-1: +10, MAX OF +20 6 : -20
QUALITY 2	7	8, 9: +5 ≥10: +9
TIME	AFTER 9/15/99 AND ON OR BEFORE 10/11/99	10/12/99 - 10/15/99: -8
DELIVERY	SAN FRANCISCO	CHICAGO : -20 OTHER U.S. CITIES: -25
SELLER RELIABILITY	3	
A <sub>1</sub>	X	X <sub>1</sub> : +4 X <sub>2</sub> : -3
A <sub>2</sub>	Y	
A <sub>3</sub>	Z	
PRICE	100	MINIMUM 70 MAXIMUM 150

FIG. 3

APPROVED	O.G. FIG.	
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400

ATTRIBUTE	NOMINAL VALUE	VARIANCES
QUALITY 1	5	0
QUALITY 1	6	-20
QUALITY 1	4	+10
QUALITY 1	1, 2, OR 3	+20
QUALITY 2	7	0
QUALITY 2	8, 9	+5
QUALITY 2	$\geq 10$	+9
TIME	AFTER 9/15/99 AND ON OR BEFORE 10/11/99	0
TIME	10/12/99 - 10/15/99	-8
DELIVERY	SAN FRANCISCO	0
DELIVERY	CHICAGO	-20
DELIVERY	OTHER U.S. CITIES	-25
SELLER RELIABILITY	3, 4, OR 5	0
$A_1$	X	0
$A_1$	$X_1$	+4
$A_1$	$X_2$	-3
$A_2$	Y	0
$A_3$	Z	0
BUYER CREDIT RATING	6	0
PRICE	100	70 TO 150

FIG. 4

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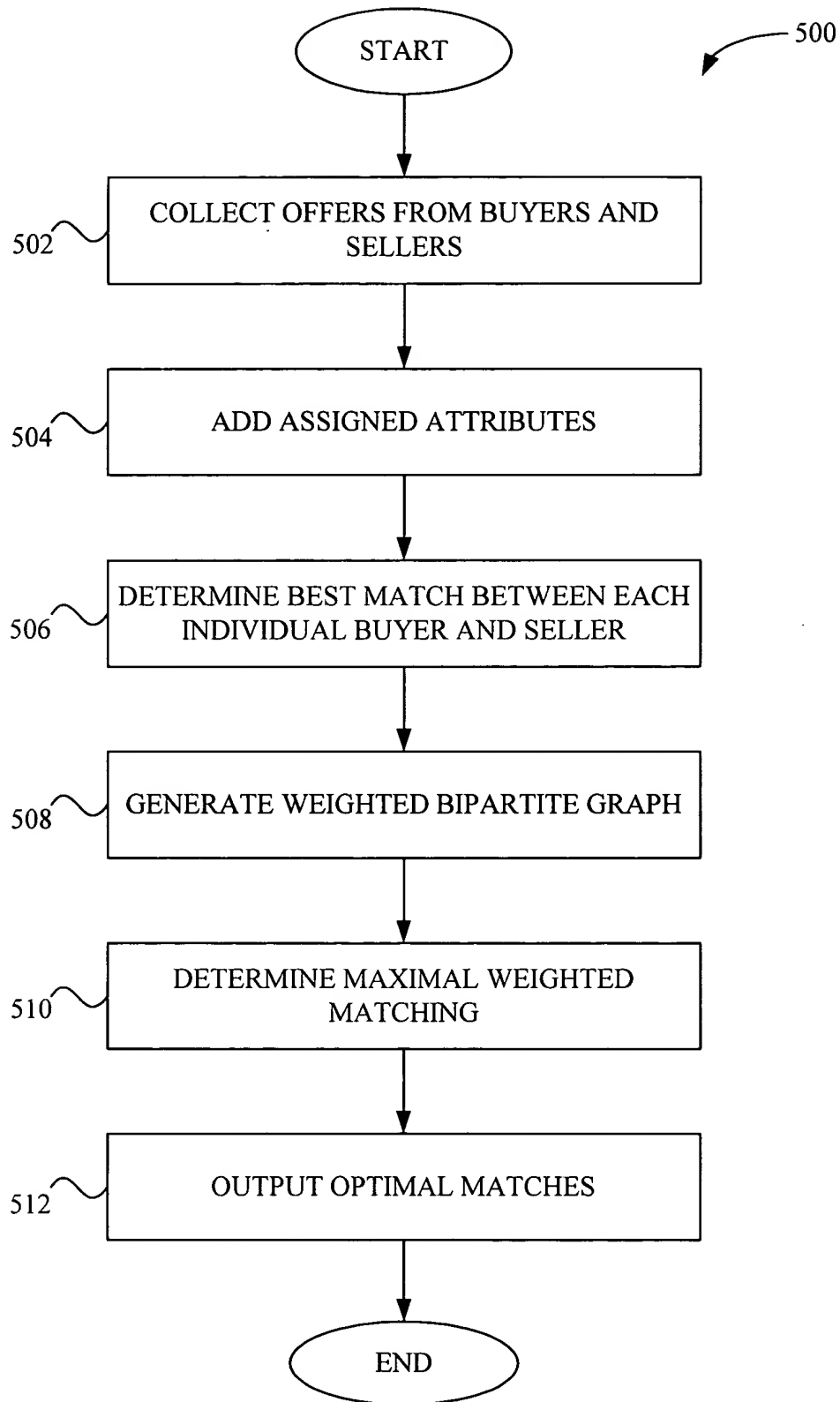


FIG. 5A

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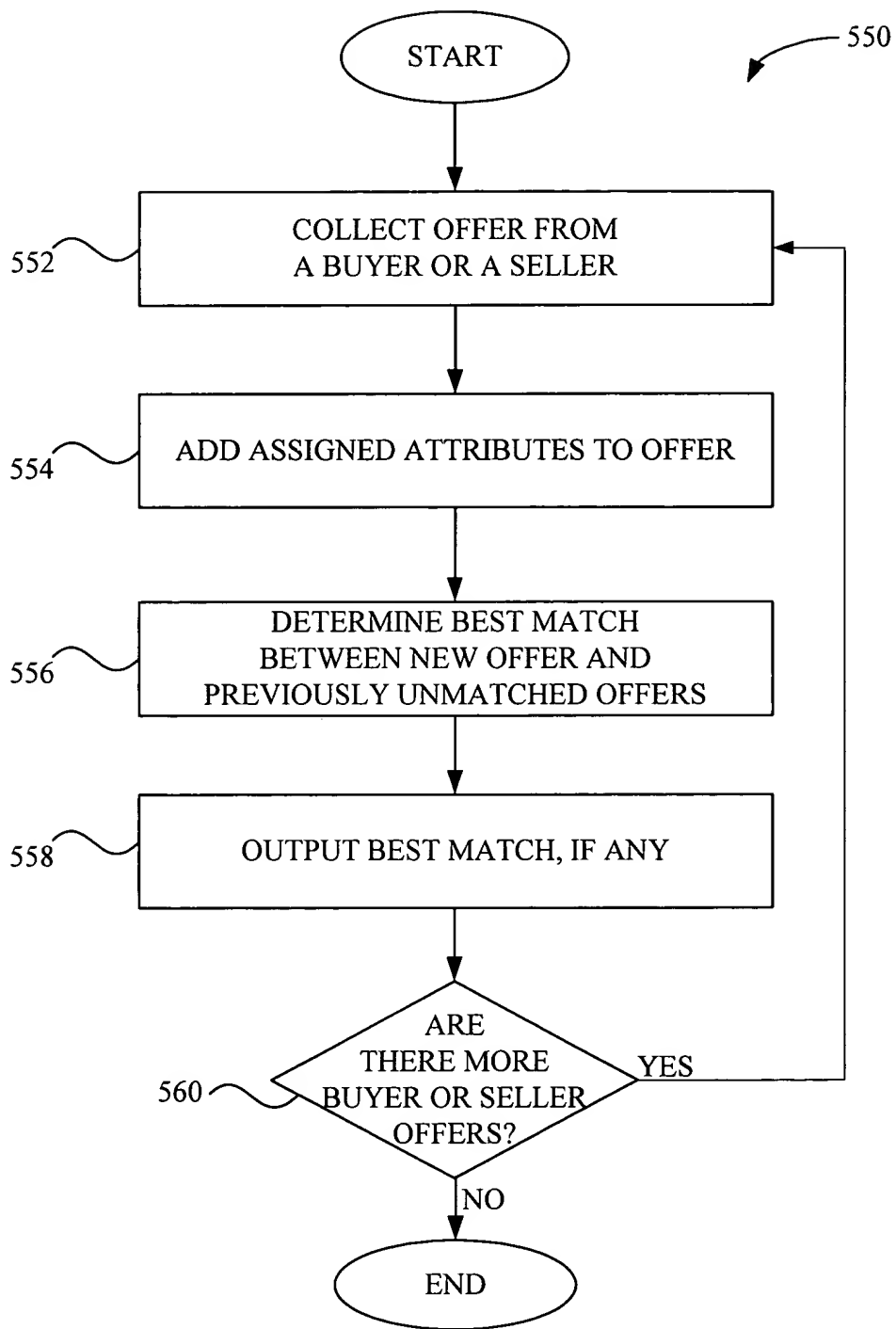


FIG. 5B

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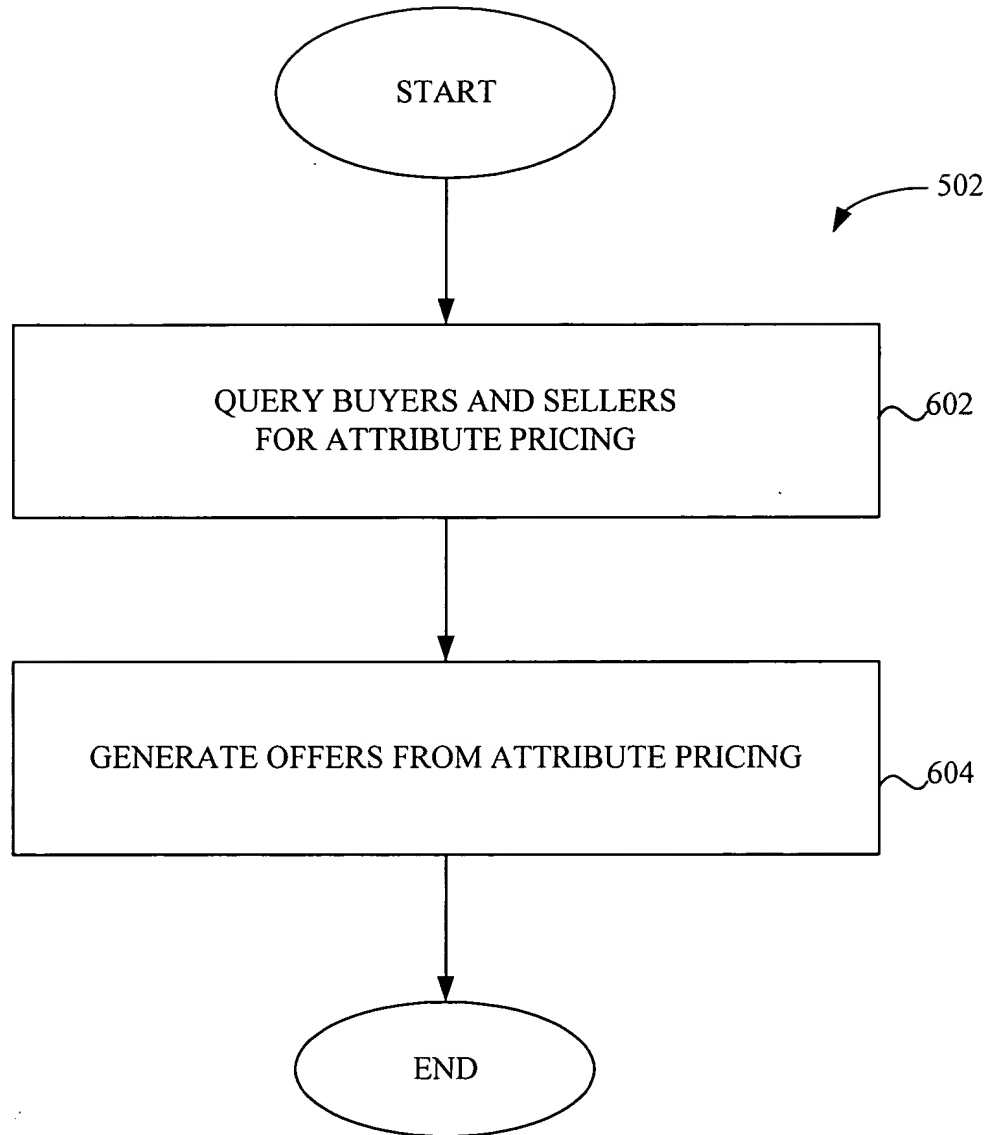


FIG. 6

APPROVED	O.G. FIG.	
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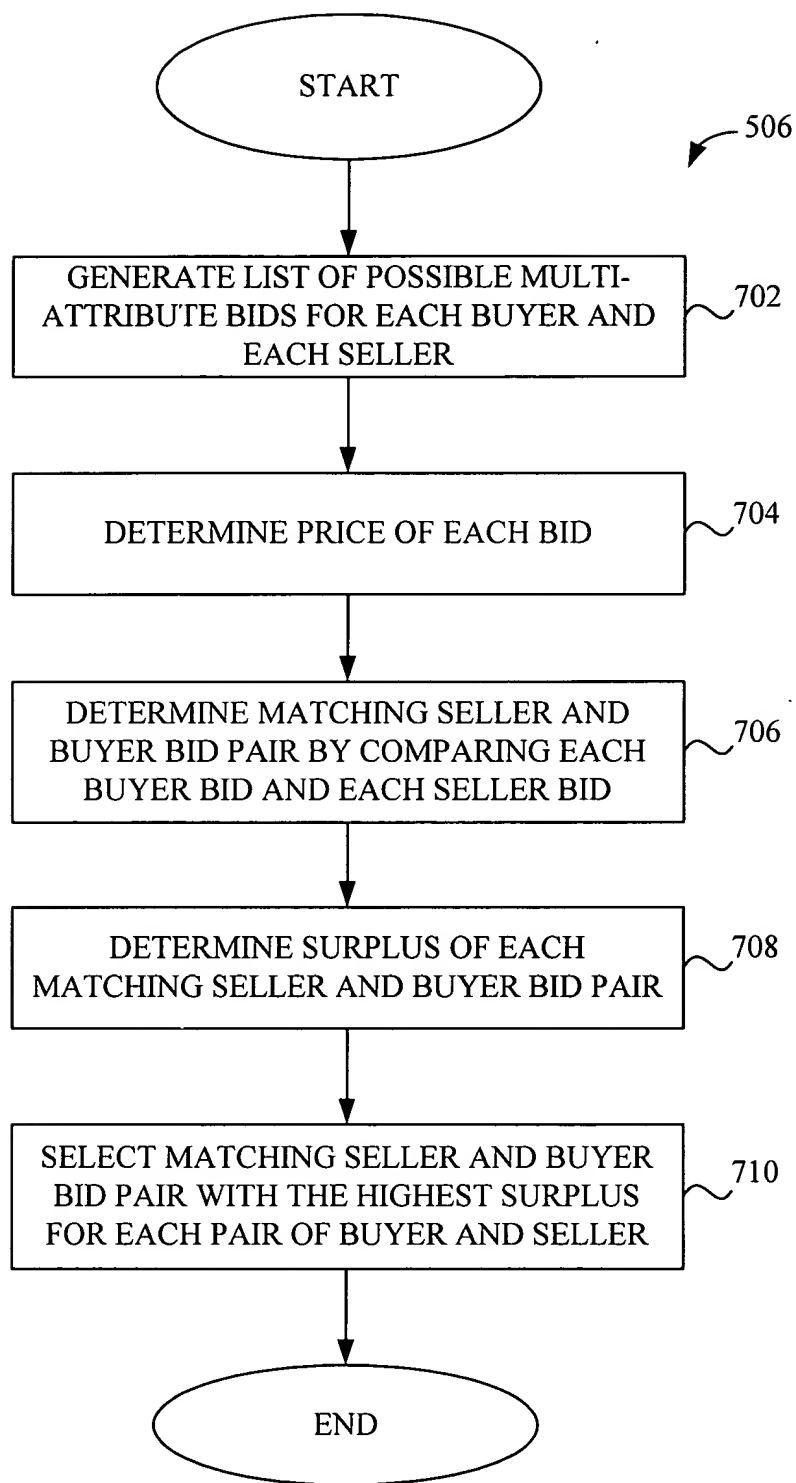


FIG. 7

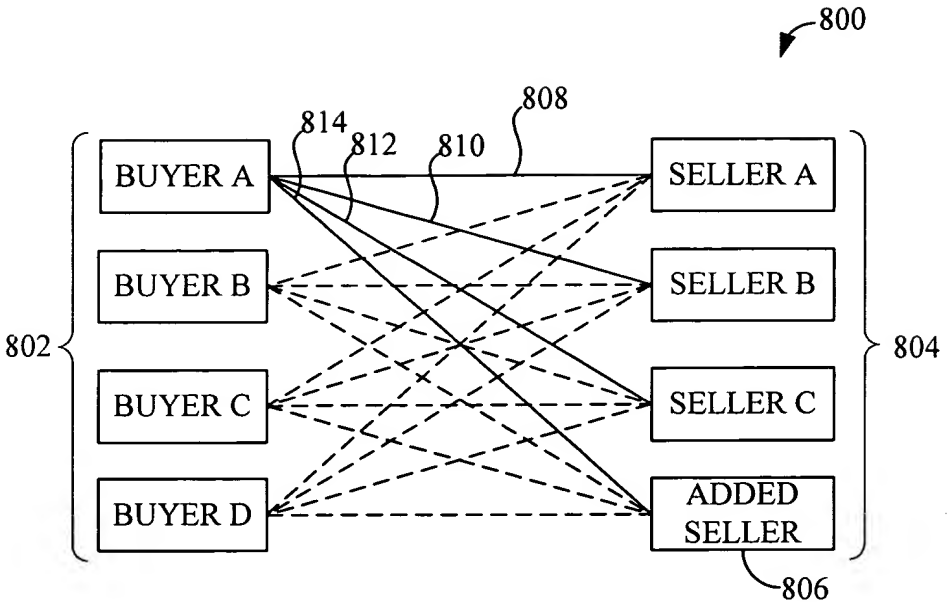


FIG. 8

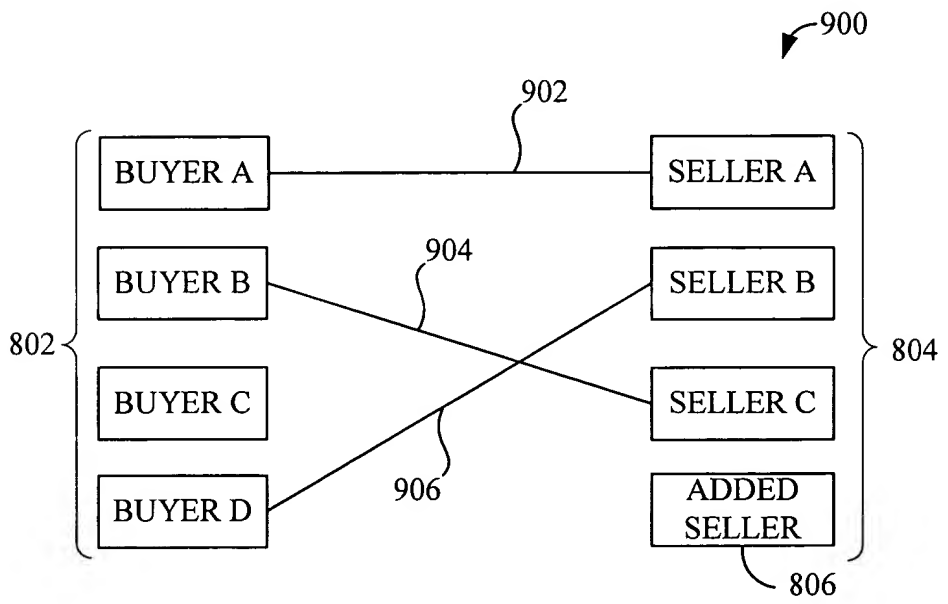


FIG. 9



APPROVED	O.G. FIG.	
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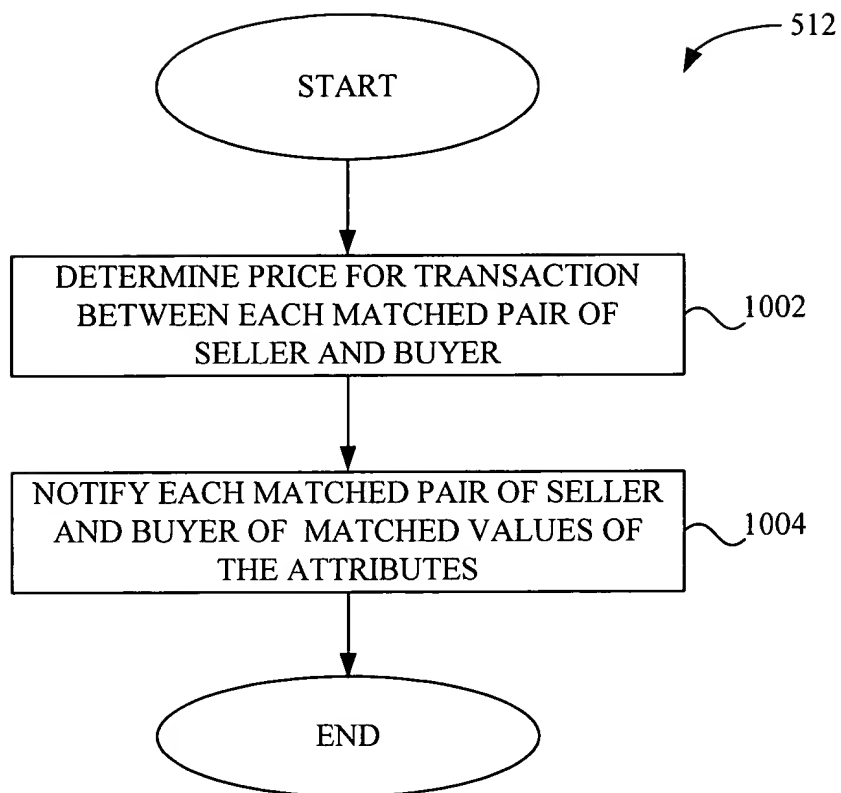


FIG. 10